



Success News

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740 15TH Street, N.W., Washington, D.C. 20005

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Contact: Diane Bynum, (202) 272-0365
Internet Address: diane.bynum@sba.gov



Have You Met Her Yet? ... She's Jean Drummond of HCD International

Dynamic, motivated and driven an entrepreneur, Jean Drummond of HCD International (HCDI) started her business in 1991 with a miniature desk and window in her home. Jean used \$ 400 from her mother's credit card towards a purchase of her first computer. Since then, HCDI has grown to have over 35 staff members from Maryland to California, and has held numerous federal, state and local and private sector contracts.

HCDI is one of SBA's Wasington Metropolitan Area District Office certified 8(a) firm which has accomplished monumental tasks in such a short period of time. It has received multiple awards including its most recent award from the Environmental Protection Agency for Outstanding 8(a) Company of the Year. HCDI is one of the "Top 100 Minority Businesses in the state of Maryland."

SBA's 8(a) Business Development Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. SBA has helped thousands of aspiring entrepreneurs over the years to gain a foothold in government contracting. Participation is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage.

Participants such as Jean can receive sole-source contracts, up to a ceiling of \$3.5 million for goods and services and \$5 million for manufacturing. While SBA helps 8(a) firms build their competitive and institutional know-how, the agency also encourages participation in competitive acquisitions.

Jean's passion, zest and determination for success are clear and contagious and have provided exciting professional opportunities for her staff while building a corporate structure that is sound and secure. Jean is also committed to giving back and teaching others to discover their divine purpose through business entrepreneurship. Jean's words of advice...

- Strive to 'excite' the customer. Remember, without the customer you are not in business.
- Operate in a debt-free strategy as much as possible so that when you are in a growth mode, you can easily manage your expenses.

- Seek to cultivate the ‘passion’ with your staff. Find what is it that they like to do best and to the extent that this matches your corporate requirements, it will automatically become a winning proposition. You will never worry about time and productivity issues.
- Begin every project with research. Seek the latest information on every new pursuit.
- Plan to plan ahead when possible. So when last minute projects arise you will be able to manage them well.
- Remember the reputation of your performance, character and approach will *always reign supreme*.

“HCD International’s brand is ‘providing excellence in service,’ as Jean frequently says “**it is always a pleasure to serve!**”

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